

Steps of the Brief Negotiated Interview

Raise the Subject and Build Rapport

- Begin with a general conversation
- Ask permission to talk about drugs
- Explore the pros and cons of use
 - “What are the good things about using drugs?”
 - “What are some of the not-so-good things about using drugs?”
- Ask open-ended questions
- Reflect

Provide Feedback

- Ask permission to give information
- Discuss screening findings
- Link substance use behaviors to any known consequences

Build Readiness to Change

- “Could we talk for a few minutes about your interest in making a change?”
- “On a scale from 0 to 10, 0 being not ready at all and 10 being completely ready, how ready are you to make any changes in your substance use?”
- “Why did you not choose a lower number?”

Not at all 0 1 2 3 4 5 6 7 8 9 10 Extremely

Negotiate a Plan for Change

- A plan for reducing use to low-risk levels
- An agreement to follow-up with specialty treatment services